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JULY

\$1.00 A YEAR.



A MONTHLY MAGAZINE FOR THE RETAILER

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SEE WINDOW DRESSING DEPARTMENT.

The Cigar Store Publishing Co., 50 Times Building, New York

Entered at New York Post Office as second-class mail matter.

GENEROUSLY
GOOD

NIGHT
OR DAY
YOUR
CUSTOMERS
WILL CALL
FOR

GEO. W. CHILDS
5c Cigar.

CHAS F JONES N.Y.

Every dealer, whatever may be his business, wants to be identified with the best thing in his line. It adds character to his store, it gives confidence to his customers.

The cigar dealer who sells the Geo. W. Childs is identified with the best and most successful 5c. cigar ever made. 39,152,000 sold in 1898, perhaps more than any other two 5c. cigars.

The Metropolitan Tobacco Co., the largest wholesale tobacconists in America, after months of investigation as to the merits of all the leading brands, decided to accept the New York Agency for the Geo. W. Childs.

HARBURGER, HOMAN & CO.,
NEW YORK. PHILADELPHIA.

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THE CIGAR STORE MAGAZINE

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NOTICE: Please remember we shall always be glad to publish communications and letters from Retailers, Jobbers and Manufacturers throughout the country on matters of interest to the Man Behind the Counter. Good stories, humorous or otherwise, are always acceptable.

THE CIGAR STORE PUBLISHING CO.,

Telephone, 3707 Cortlandt.

50 Times Building, New York.



Increase Your Profits

Mr. Dealer, you can increase your profits by selling the **BANQUET HALL LITTLE CIGAR**.

We are absolutely sure about that. Lots of dealers are doing it now, and right now is the time for you to commence.

We are advertising it extensively, and distributing large numbers of sample boxes by mail.

It is an excellent little cigar with a Havana filler.

It sells on its high merits.

It sells because of its popular price—ten for ten cents.

It sells because of the neat, convenient way in which it is packed.

The handsome tin boxes each hold ten cigars. They are about three and one-half inches square, and less than three-eighths of an inch thick—just right to carry in the pocket.

Put a stack of these attractive boxes on your show-case and lots of your regular customers will buy them in addition to the cigars they buy regularly. And they will smoke more because these are just the "in between times" short smokes that they are now getting along without.

There is a good, liberal profit on **BANQUET HALLS**.

Write to us about them.

M. Foster & Co., Makers,

1059-1063 Third Avenue,

New York City.

CHARLES AUSTIN BATES, N.Y.

THE CIGAR STORE

A MONTHLY MAGAZINE FOR THE RETAILER.

VOL. II.

NEW YORK, JULY 1899.

NO. 1.

DO MEN SMOKE LESS IN SUMMER?

WHETHER man smokes as much and as frequently in hot weather as in cold is a question, the answer to which is hard to determine. The impression is general that less tobacco is consumed as the weather grows hotter, and it is backed up by the tangible fact that the sales of cigar dealers fall off during the summer months. That, however, may be accounted for by the absence of many steady customers from their regular city haunts throughout the torrid term.

Medical men say that invigorating weather accelerates the inclination to smoke, while the opposite condition, due to intense heat, has the reverse effect. In substantiation the doctors argue that a parched mouth cannot enjoy the smoke of tobacco as well as when it is in its normal moist condition. Intense, steady heat, such as has prevailed of late, is debilitating and makes everybody languid. As a man's physical condition is believed to control the extent of his smoking, the presumption that he eases up in hot weather is justified. It is not surprising, therefore, that the dealers sell less tobacco in its various forms in the summer than in the other seasons.

Ask the individual smoker, and in most cases he cannot tell you whether he smokes more in winter than in summer. The indulgence is a habit with most men, who light a cigar or a cigarette when they want one, but do not keep track of the number they smoke in a day.

The methodical man knows, however, but he is the exception. He will tell you that he smokes one cigar after dinner, or one cigar after each meal, and it makes no difference what the weather may be like, he smokes no less, no more.

Another class of men smoke only occasionally, and the effect of the varying seasons would make practically no difference. Another class never buys a cigar; these are just as ready to accept one when the mercury is kicking the roof off the thermometer tube as when the icicles are dangling from the roof tops. It is by the big army of steady smokestacks that the influence of weather conditions must be judged—the chaps who value their breakfast only because that meal leads to a smoke, and who keep puffing away throughout the day and evening until bedtime. Do they, the real thing is: smokers smoke less in the summer than in cool weather? Some say yes and others no. Many average about the same number of cigars per day no matter what the weather may be. One inveterate old smoker says:

"I smoke before meals because I am hungry, and after meals because I am not hungry. When it is hot I smoke to get cool, and when it is cold I smoke to get warm. I smoke between times because I feel that there is something wrong when I am not smoking."

Try the finger stained cigarette fiend; ask him in which season he smokes most, and he will tell you

in summer. "Because I am out of doors so much in the warm weather I get more opportunities to enjoy the dear little things in summer than in the winter, when I have to stay in the house, don't you know."

With some constitutions smoking has a greater effect upon the system when the weather is hot than at other times, and, naturally, such men modify their use of tobacco accordingly. As the stomach is weak or strong, light or heavy food is chosen. With heavy or rich food the appetite for tobacco is greater, and with light food less. All things considered, it may be said definitely that the habitual, regular smoker does not vary his tobacco rations much throughout the changing seasons, and that the occasional smoker consumes less tobacco in summer than in winter.

A local dealer, in discussing the subject, says: "Tobacco is the most sensitive thing in the world, and must always be handled with care and consideration. You can spoil the best cigar ever made by lighting it from the flame of a smoky lamp or gas jet. The best tobacco you can buy loses its fine taste after you have eaten onions.

"In order that tobacco of the fine Havana variety may have that body and aromatic perfume which are its distinguishing characteristics, it must be cut ripe and cured where it was raised. It requires a steady heat of 100 degrees during the process of curing to develop the flavor and color. Such a steady temperature prevails in Cuba—it is unknown in this country. During the insurrection tobacco growing was carried on in the hills of the Havana and Pinar del Rio provinces, where it could, in a measure, escape the notice of both Spaniards and insurgents. But toward harvesting time, owing to the increased vigilance of the hostile parties, the industry became extremely hazardous, and the tobacco was, therefore, picked green, and sent to this country to be cured.

"The result was at once apparent to the eye and taste. Instead of coloring in beautiful chocolate or coffee browns, the tobacco dried a yellow and sickly green in streaks and spots. Look at any of the Havana cigars now on sale, even those of the better quality, and especially the milder brands, and you will see the significant green streaks.

"Cigars will be better this season, perhaps. With peace in the land of Cuba, growers there have been able to go back to the proper method of curing, and the former quality of the product will be secured. The present year has been unusually favorable for tobacco, and the crop, although somewhat short, is a fine one. The quality of a crop of Havana tobacco depends upon the relative amount of sun and rain during the season. Too much rain makes a poor crop. The water washes away a large part of the nicotine and aromatic juices in the leaves, and the cured tobacco is correspondingly weak and lacking in flavor. An expert can tell simply by looking at the leaf whether the season has been excessively wet or not.

"Tobacco raised in a very wet season is thin in texture and of a smooth surface, while that raised in a normal or favorable season is thick and has a velvety appearance. This velvety appearance in fine Havana tobacco, by the way, is said to be caused by the fine sand which is absorbed by the plants."

A woman who attended a prize-fight in New York the other night disguised as a man was detected by her manner of holding her cigar and was promptly ejected. The managers of the fight were determined to have perfect order and decorum, and would not tolerate the presence of any person who held a cigar awkwardly.

THE CIGAR STORE MAGAZINE,
\$1 a year—1000 labels.

Continental's Troubles.

ATORNEY-GENERAL MONNETT, of Ohio, a man money cannot buy nor swerve from the path of duty, has brought a suit in ouster in the Supreme Court of the Buckeye State, which in its effect will be of sweeping importance. It is the right of the Continental Tobacco Co., of New Jersey and New York, to do business in that State with double stock qualifications where but a single stock liability exists. Mr. Monnett seeks to revoke the Continental's charter and drive it from the State, and it is said that W. W. Fuller, the attorney for the combine, has stated that the Paul J. Sorg plant in Middletown, the only property of the Trust in Ohio, could be easily removed to St. Louis, and that this would probably be done if the Attorney-General's fight was continued. He says further that it would be more profitable to have the plant there anyway, and that the company did not care to undertake a long litigation with the State as to whether it can operate there or not. Mr. Monnett, in his petition, also says the Continental Co. is a trust, and is operating in violation of the Valentine-Stewart anti-trust law.

There is also other trouble in the camp of the Continental Co., disclosures having been made that members of the Board of Directors are at loggerheads, and that the officers are worrying over the keen competition being put up by the smaller independent manufacturers. With the absorption of the Liggett & Myers plant it was officially announced that the deal completed the trust's monopoly, but since then the independent concerns throughout the country have increased their output, some doubling it, and the outside manufacturers now report a better business than they have ever before enjoyed, all of which goes to worry the Kings of the Tobacco Trade. Several of the Continental's directors threaten to resign and

there is general dissatisfaction—a fact which threatens to result in a huge financial explosion.

It has been reported time and again that two of the directors of the Trust are on the verge of resigning and that they declare themselves ready to start out with new competition, but this report can hardly be true, as each and every director of the Continental, when selling out, expressly agreed in legal form not to again engage in the manufacture of tobacco for five years.

Harrison I. Drummond, the President of the Drummond branch before it sold out, and later elected Vice-President of the Continental Co., has resigned, giving as his reason that the man holding this position must necessarily live in New York, and that he could not do this, desiring to continue his residence in St. Louis. But, rumor has it that Mr. Drummond and King Duke could not agree, and that the former, as a consequence, stepped down and out, being succeeded by C. E. Halliwell, President of the Liggett & Myers branch. It is admitted by parties "on the inside" that Drummond was "the head" of this great company, understanding the plug business much better than Duke, of cigarette fame, and that his retirement is a serious rupture.

D. A. Kellar, secretary of this powerful company, has also resigned. Geo. D. Finlay, auditor, has thrown up his job, and the latest to come forward with his resignation is Pierre Lorillard, Jr., as President of the branch bearing his name. Mr. Lorillard, however, retains the position of treasurer of the Continental.

One dollar invested in a year's subscription to THE CIGAR STORE MAGAZINE will pay you better than \$500 in any savings bank in the country. Besides, it will help you put \$500 in the bank.

In The Retail Stores.

AT this season of the year, when the mercury is playing around the nineties, and Old Sol trying to score a century, business naturally falls off in the retail cigar and tobacco, as well as other lines. The rush for the country, the mountain and seashore resorts, has begun and the retailer must do as best he can until September, when things will again resume their normal state. "During June, July and August we might as well close our doors," said a prominent uptown dealer who has a very high-class patronage, the other day, "for about two-thirds of our customers get out of the city when the hot weather begins and we see them no more until Fall; it wouldn't be so bad if they would buy enough to last them during their absence, but they don't."

Frisch & Co., "Greater New York's greatest cigar house," are experiencing a lively demand for the Geo. W. Childs cigar, which has been their leader for several years. El Symphonie, Los Nobias, Captain Marryatt, El Belmont, American Inventors and Jackson Square are other good selling brands, and they feel no ill effects of the beginning of the hot weather season.

L. Arnold, of 1326 Third Ave. and also 11th St. and Lenox Ave., has opened a down town store at 85 Beaver St., placing his brother in charge of the new branch. A nice trade is being built up in this busy section of the city, in private brands particularly. A line of imported and Key West goods is carried in stock and every courtesy within the means of the man behind the counter is shown their customers, which will go far toward establishing a well-paying and prosperous business out of the now new venture.

B. Simpson, the proprietor of the stand in the Bennett Building on Nassau St., tells me that business at his new stand in the St. Paul Building, which was opened on June 5th, is far above the most sanguine expectations and will prove to be one of the best stands in the city. Mr. Leo. H. Lehman, well-known for 20 years in the downtown district, is in charge and is building up a very nice high-class trade. The imported line carried consists of all the popular brands and sizes. Garcia & Vega's and Pohalski's goods are the leaders in clear Havana, while the seed and Havana demand is for E. M. Schwarz & Co.'s and S. G. Brown's brands. All the popular nickel goods are sold—the Cremona, Childs, Lillian Russell, etc. A splendid business is also being done in cigarettes; the imported leaders being Notaras and Egyptian Deities.

One of the prettiest little stores I have run across on the East side of Broadway, downtown, is that at 1 William St., which is conducted on the most up-to-date methods by G. F. Lanz, a courteous gentleman who has hosts of customers in that section. The appearance of this store is very inviting and on the inside a very large and varied stock of cigars, etc., greets the eye and a selection is easily made. The imported goods receiving most attention are Garcia's and Eden's, although several other manufacturers are represented. The Key West leaders are Wasserman's different brands and Ybor-Manrara's Principe de Gales.

Julius Ballenberg, who has been located at 59 W. 42d St., for nearly 14 years, is making a strong push on Ballenberg's Superior Smoking Mixture with very satisfactory results. It is packed in 2, 4 and 8 oz. tins with a moistener in the top, very attractively gotten up and a winner. He also makes Sun Cured

Flake Cut, put up in 1-2 and 1 lb. glass jars and 1-4 lb. tins, and reports the sale gradually growing larger. His line of imported and domestic cigars is as complete as is usually found and trade reported first rate. His store is a depot for Health Cigars, which have now caught on in good shape and go well.

The B B B in a diamond pipes, made by Adolph Frankau & Co., London, Eng., are certainly good sellers, if I am to judge by the business being done in them by J. Rosenthal, the retailer at 48 Nassau St., who is an agent of this English pipe house. English smoking mixtures, made by W. D. & H. O. Wills, are also rapid sellers to high-class customers, Capstan being the favorite. Mr. Rosenthal is now making a specialty of Rosenthal's Superior Smoking Mixture, a brand made for his exclusive distribution and which is selling on its merits. His line of cigars does not suffer for want of attention, but at a glance it can be seen what it is composed of—such high-class goods as Garcia's in imported, Gato's in Key West, and hundreds of others, including the widely-advertised five-centers.

Joseph G. Stone, the cigarist in the German-American Building 56, Liberty St., since he has removed his stand across the hallway, is doing a larger business than before, in view of the fact that now his cases and stock can be seen both from the Nassau St., as well as the Liberty St. entrance. For a comparatively small stand Mr. Stone carries an exceptionally complete line of imported, Havana and domestic cigars, tobacco, etc., making use of every available inch of space he possesses.

S. Abrahams' store, 50 E. 42d St., immediately opposite the main entrance to the Grand Central Sta-

tion, can well be termed "New York's biggest, busiest and finest retail store." I stood there the other day, only a few moments—long enough to get a word or two in edgeways to Charlie Abrahams, the able assistant to his father—and to say that I was surprised that such a big business could be done in so short a while is putting it mildly. The time was about 4 P. M. and business was by no means rushing, being only a sample of the steady stream of patrons which throng the store from early morn. Everything a smoker wants, from a stogie to the highest-priced cigar, he can find here, though the bulk of the business done is in the highest-class goods.

Oscar S. Veit & Co., who opened their new stand at 296 Broadway seven weeks ago, have sold over \$750 worth of cigars, in box lots, between Leonard and Chambers Sts., during that time. A specialty is made of Bondy & Lederer's seed and Havana goods, also Stellaveita, a private brand made in 12 sizes, which is popular beyond question. Mr. Veit, who is a hustling road representative of Bondy & Lederer, is now on a trip South pushing Lord Rosebery. Veit & Co. are sole N. Y. distributors for this brand, and in it they have a prize.

The stock of Frank J. Briggs, Jr., whose store is at 1991 Broadway, is composed of such well-known brands as Robert Burns, Mi Favorita, Hoffman House Bouquet and Century in the 10c. line, and Geo. L. Storm's Fearless and Miller's Grumbler in 5-centers, of which he is selling many. His efforts to please are appreciated by the residents of upper Broadway and his stock is as complete as can be found in the neighborhood of 67th St., and his business continues very good.

Decker & St. John, whose hand-

some store at Madison Ave. and 42d St. cannot fail to attract attention, command a very high class resident trade and keep in stock an excellent imported line, there being Carolinas, Beaconsfield's, Rosa de Santiago, Golden Eagle's, Garcia's, Eden's, Clay's and Bock's. They are also selling many Angelas, a private brand retailing at 3 for 25c. and up, according to size. In nickel goods Seidenberg's are the foremost sellers. An excellent line of Becker's pipes is carried, as well as cases full of popular smoking mixtures, Cameron's goods leading the bunch, closely followed by R. A. Patterson's Lucky Strike.

H. Banse has sold his store at 68 Broad St. and re-opened at 1559 Broadway, where he is pushing private brands exclusively, his leader being El Primero. Though the location is not such an excellent one, Mr. Banse is gradually building up a trade on the high merits of his goods, which will offset the location.

Eichler Bros., of 185 Greenwich St., have purchased the store at 271 Greenwich, and will continue this business in connection with their old store. The same brands will be handled, a push being made on their own brands. These gentlemen, being experienced and capable, will quickly build up their new acquisition, the difference in receipts being already perceptible.

H. C. Somers, late of the Hoffman House and Hotel Manhattan cigar departments, opened a store at 28 Beaver St. nine weeks ago, and he says business has increased every week since he opened his doors. Mr. Somers has a store that has a bad name, but this fact is no bar to his good business, and he is fast redeeming the bad reputation of the number. His line comprises the products of Bernard Stahl & Co., New York & Havana Cigar Co.,

Acker, Merrill & Condit and many others. A good run is made of Baum's 5-centers, as well as Schnasi's, Nile's, and Terror Egyptian cigarettes.


At many of the down-town stores the general run of business seems to be better than at this period for two years past. Especially may this be said of C. H. Emerson, the cigarman at 74 Barclay St., whose business continues well up to the winter standard on Gato's, F. Garcia & Bros., Garcia & Vega's and Lorente's high-grade clear Havanas. "Clear Havana 5" and "Clear Havanas 4 for 25c," private brands, are the favorite smoke by his seed and Havana patrons. A full line of outside nickel brands are sold, as well as the general run of smoking and cigarettes.

Geo. F. Halleran continues his push on Bustillo Bros. & Diaz's Albino at 1017 6th Ave., and has no fault to find with the business he is doing. Regensburg's American, Stachelberg's La Fama and Central, his leading private brand, are also good sellers and favorites with his patrons, which are numbered by the score.

Anyone with half an eye can see that Edmund Andkewich, proprietor of the cigar stand in the Tribune Building, has absolutely no cause to complain of poor business. His leader and the most popular smoke by the many persons in business in this big newspaper building is a 5c. brand, Grand Union, made by Harburger, Homan & Co., and he braces it up with a nice line of higher priced goods, among which I saw Perez's Tuval, the 10c. leader, Gato's in several sizes, Ybor-Manrarra's Principe de Gales and others too numerous to mention.

Brandon Bros., of Merrill, have opened a retail store at Lakeview, Ore.

New Brands and Packings.

 LD ENGLISH CURVE-CUT smoking tobacco is a late emanation from the American Tobacco Co. The package is a curved tin box (two sizes—one for the vest, the other for the coat pocket), the tobacco being divided into small cuts, one cut being a pipeful, therefore doing away with the unavoidable waste experienced in handling the ordinary cumbersome smoking package.


John W. Merriam & Co., New York, being now permanently settled in excellent quarters on Maiden Lane, are gradually bringing out brands which have been under consideration for some time, and the reception invariably tendered the goods is very encouraging. "Merriam's Corner" is their newest brand, having just been placed on the market. The label is a handsome facsimile of "Merriam's Corner," near Concord, Mass., where the first blood of the Revolutionary War was shed in defense of American liberty, the British troops returning from the Old North Bridge, being attacked in flank by the men of Concord and neighboring towns and driven under a hot fire to Charlestown, on that memorable April 18, 1775, immediately after the famous midnight ride of Paul Revere. This is a high-grade, clear Havana cigar, thoroughly in keeping with the other Merriam goods.

"Saw Log" is a new brand of twist put on the market by the Progress Tobacco Works, New Albany, Ind. This is a new company which has started out very auspiciously, and who will make an exceedingly strong bid for their share of the business of the Middle West, where most of the twist manufactured is consumed.

The Lone Jack Cigarette Co., Lynchburg, Va., originators of "Anti-Trust" (Registered) as a brand name, has transferred the same to T. J. Dunn & Co., Philadelphia, who are putting out a

high grade cigar under this name, which is meeting with much praise. The words anti-trust are much sought after as a brand name by manufacturers working in opposition to trusts, and have much weight with the consumer, who is now beginning to realize the ruinous effects of the trust's workings.

Reported Purchase by the A. T. Co.

 T was rumored last month that the American Tobacco Co. had purchased the great cigarette manufacturing plant of Muria Bros. & Co., Kyoto, Japan, represented in this country by Sajiyo Tateish. The Muria plant is the largest in Japan, the workings of which the A. T. Co. has watched with an eagle eye for some time. Capt. E. J. Parish, of Durham, N. C., recently sent to Japan by the trust at a salary of \$15,000 per year, it is surmised, consummated the deal. Not satisfied with a monopoly of the American cigarette business, it seems the Trust wants the whole world, and having secured the Muria Co., are its desires gratified? The cigarettes made in Japan are composed of tobacco grown in Virginia and North Carolina, where the Trust gets its tobacco, and the two companies have been competitive bidders on desirable grades for a long time. Competition will now be less, leaving Great Britain as a foreign competitor for Southern brights.

Jeweler—"The first time you brought this watch in here to be repaired it was in a gold case. The second time it was in a silver case, and now it's in a brass case." Customer—"Yes; circumstances alter cases."—*Time*.

"Here, take this two cents."

"What for?"

"Take it, I say! There, now go buy yourself a better cigar than that you're smoking.—*Somerville Journal*.

WINDOW DRESSING DEPARTMENT.

EVERY retailer of cigars and tobacco should understand his own particular window better than anyone else, and our suggestions are therefore given only in a general way, as it is, of course, impossible to arrange the same display in a large, small, queerly shaped or poorly constructed window. Make the best of it and carefully think out what kind of a display will best suit your window, as the matter is worthy of considerable more attention than is given it by the average retailer. The art of window dressing cannot be acquired in a moment; it requires considerable time, close attention and careful study. But it will always pay you well for every minute given to it.

The half-tone illustration on the front cover of this issue of *THE CIGAR STORE MAGAZINE* is a reproduction of the North window of the well known firm of Daniel Frank & Co., 232 Washington St., Boston, which shows a very handsome and catchily dressed window. The centre is Barrister cigars in five sizes, surrounded by Upmanns, Carolinas, Australias, Garcias, Constantias and Waldorf-Astorias; the whole thing being tastefully arranged and making an attractive and effective display from either side. This window is considerably larger than the average cigar store window, and in carrying out this display it was necessary to use nearly 20,000 cigars, a large stock for some cigar stores, to make the proper show. This is certainly one of the handsomest window displays seen in the Hub for many a day, and deserves special mention.

The glass in the window should be near the ground, as far forward as possible, being one large pane in preference to two or more, and it is always well to make the glass as large as your space will permit.

Mirrors form a most attractive background for a window in most cases, as they concentrate the light, sharpen the display and greatly increase the size of the window in appearance, making same appear much larger than it really is.

A. Lemlein & Co., 32 Warren St., in pushing the Speckled Beauty cigar made by Kerbs, Wertheim & Schiffer, are supplying retailers with an illuminated revolving advertising novelty called a rotary scope, which can be used in window or on counter. It consists of a paper cylinder, lithographed in many bright colors, inside of a glass and tin case, and is operated by the heat from a small kerosene lamp, which it completely covers. When in operation it certainly makes a handsome and catchy display.

When you have two show windows it is always well to arrange or dress them in the same general style or manner, so that it may be seen at a glance that both windows belong to the same store.

The window on the Wall St. side of the Wilson Pharmacy, Broadway and Wall St., was artistically dressed last month with Jenkinson stogies, many thousands of which are sold weekly in this busy corner store. The exhibit consisted of boxes of Ideal, Winner, and Standard brands, backed up by the lithographed posters which go with the goods, rising from the base of the window, close to the glass, to a distance of about 5 feet.

His Pedigree.

Miles—Young Trotter appears to possess a lot of good common horse sense.

Giles—Well, why shouldn't he? His father is a Trotter and his mother was a Trainor.

The Striking Girls.

FORTY girls employed as cigarette packers in the Kimball branch of the A. T. Co., Rochester, N. Y., went on strike June 3d. The cause was a change in the system which necessitated extra work on the part of the packers, who considered it as a direct cut in their wages. When it was explained that the change was made to simply modify the work and avoid mistakes, the girls decided to accept the situation and returned to work, being out only three days.

In the P. Whitlock cheroot branch, Richmond, Va., the A. T. Co. had another strike to settle on June 22d, when 1,400 girls demanded an increase of 6 to 7 cents per 100 and the abolishment of a new rule which compelled the bunchmakers to make up an extra 40 bunches per day without extra pay. Upon being refused the increase asked the girls appointed a committee of ministers to wait on the Whitlocks and come to an agreement, if possible. The management refused to make the desired concessions, so many of the girls, after much deliberation, decided it would be best to return and work as the factory dictated. So far, about 1,200 are back in their accustomed places, but they were not accepted as a body, the merits of each individual case being passed upon and a verbal promise of good behavior required. The leaders in the strike were not taken back and are at present doing all they can to get the girls who have returned to work to insist upon their demands and remain on strike until the factory gives in.

The third strike of the month, by far the most stubborn lot of girls, occurred at the factory of D. H. McAlpin & Co., Avenue D and 10th St., on June 23d; thirty-five girls and the same number of boys walked out, where they propose to remain until their pay is increased and their union recognized. The girls get \$1

for rolling Cupid Bouquet cigarettes and 45 cents for bunching, but they want 10c more for the former and 5c for the latter. Col. E. A. McAlpin was at Hot Springs, Va., when the strike occurred, but hastened home upon being advised of the situation. He has since been in consultation with a committee representing the strikers, but at the time of going to press no agreement had been reached. The girls are still doing picket duty around the factory and the end not in sight.

With the Manufacturers.

JOSE M. DIAZ, of Bustillo Bros. & Diaz, New York and Tampa, after calling on their customers from New York to 'Frisco and then jumping from Oregon to the factory in Tampa, is back at local headquarters. While he was in Tampa a meeting of the members of the firm was held and as a result a factory is to be opened in Havana on July 1st. One of the partners will have charge of the third factory. Henry the Fourth, the leader brand of this house, goes as well as ever—a lot in a few words.

Up at the factory of E. M. Schwarz & Co. is a scene of activity. "We are busy," I was told the other day when I dropped in to see them, and a glance at the pile of letters and orders just opened was satisfactory proof. American Inventors, claimed and which undoubtedly is, one of the best seed and Havana cigars on the market, is in the front seat of the band wagon, and the other brands are all surging forward under a heavy fire of orders from dealers, particularly those in the West. The New York City trade should also be mentioned here, being exceptionally good and improving.

Illoway, Werner & Co.'s Herbert Spencer, widely and favorably known by lovers of a first-class

smoke. is keeping the factory running at full speed to ship promptly—an invariable rule of this firm. They are doing some paying advertising of the different brands by way of novelties, etc., and when it comes to doing a good business will always be found among the foremost.

The people of Amityville, L. I., have pledged the sum of \$4,000 to the Joseph Kraus Co., of 84th St. and 2d Ave., New York, as an inducement to the company to locate in that village. Though the company has not yet definitely decided to remove their plant to that section, it is highly probable they will do so in the near future, where their business will be facilitated to a great extent. La Cubina and the Philippine Governor of this house continue to grow in popularity and new territory is being invaded with very satisfactory results.

Mr. Ferdinand Hirsch, President of the Ferdinand Hirsch Co., the American agent of Henry Clay and Bock & Co., and the possible United States Tobacco Commissioner to the Paris Exposition, sailed on the steamer Kaiser Wilhelm der Grosse on June 6th for Germany, where he will spend his vacation.

Mr Simon Ottenberg, of S. Ottenberg & Bros., has gone to Europe to stay several months. At the factory on 2d Ave. everything is running with a vim seldom excelled by cigar manufacturers. The Chauncey M. Depew and Hazel Kirke brands are enjoying larger sales than ever and the same may be said of the Girl from Paris and Principe Alfonso. The attractive poster advertising inaugurated some time ago is booming the sale of the Hazel Kirke and new accounts are the order of the day.

Among the out of the ordinary cigar advertisements seen on the

streets of New York last month was the high stilt-walker, who is doing effective work for Harburger, Homan & Co.'s Geo. W. Childs. Two Rubes, employed by S. Hershheim, Bros. & Co., who have been doing the Central Western cities, also struck Gotham last month and furnished amusement for the crowds by falling on the street car fenders, etc. Edward B. Rankin and wife, of Terre Haute, Ind., are the parties impersonating the hayseeds, and their get-up is excellent, they appearing as the genuine article, rather than two intelligent persons. The Jackson Square cigar was painted on the fan carried by Mrs. Rankin.

In Boston nearly everybody knows of the La Integridad brand made by Charles S. Morris & Co., of New York. This brand is a favorite with Bostonians and the sale is very large in that section. An electric carriage advertising it is now whizzing through the streets of the Hub, and Goldsmith, Silver & Co. are continually calling for more cigars with which to supply the demand thus created. Jacobs & Co. are also doing a good business with their Havana Seconds, which sell to the trade at \$35.00, packed 100 to the box.

Though business may be falling off in most lines and with most houses, this can hardly be said of A. E. Farmer & Co., the sole distributors of the Athos brand of clear Havana cigars. Made in 42 sizes, ranging from \$50 to \$180, dealers put in several sizes and the high quality of the cigars create the demand—and Farmer does the rest.

Banquet Hall little cigars continue to take the lead in large sales at the factory of M. Foster & Co. The popular price at which this smoke is sold—10 for 10 cents—and the high merits of the goods, coupled

with the extensive advertising being done by the manufacturers, are great advantages to the retailer who keeps the brand in stock, and no trouble is experienced in selling, for the smoker readily recognizes it as without a peer.

A. Zoniades & Co., manufacturers of Egyptian cigarettes, at 128 Pearl St., are pushed to the factory limit turning out their Egyptian Empress brand in sizes Nos 1, 2, 3, which retail at 25, 20 and 15c. respectively. Mahalla is also enjoying a large sale, selling at 10c. Z. & Co. import their tobacco direct and blend it themselves in their factory, accountable for the wide sale and high praise heard of their brands.

A Lemlein & Co. have taken the agency for El Modelo and Corine, made by the Cuban American Mfg. Co., and are making a strong push with these and other high-grade goods for the better class of trade. Business for June has been exceptionally good at their new store 32 Warren St., and it may be of interest to mention that their old store on 3d Ave. above 125th St. will be continued as heretofore for the convenience of their Harlem patrons. They are making a special push on Speckled Beauty, the leading 5c. cigar made by Kerbs, Wertheim & Schiffer, of which they are the distributors.

The American Tobacco Company has declared the regular quarterly dividend of 2 per cent. on its preferred stock and 1 1-2 per cent. on its common stock, payable August 1st. Books close July 17th and reopen August 2d.

Louis Ash & Co., makers of the well-known Gretchen cigar, have launched a new brand called King Duncan. Like the Gretchen, it is a high-grade cigar made of selected stock and sells at 10c. Ash & Co.

are rushed with orders for their many brands and there is no let up in requests for immediate shipments by dealers in every section where their cigars are known, which means the whole country.

Salvador Rodriguez, of Charles the Great fame, has moved his offices from 34 South St. to 187 Pearl, where everything is much more convenient and the growing business of the factory greatly facilitated. Mike Rosenfeld, who traverses the Western territory with Charles the Great under his arm, is doing good work for his house, as also is genial Tom Nolan, who looks after local customers.

The Health Tobacco Co. has declared a semi-annual dividend of 3 per cent. This is the company's first dividend and is proof positive that Health cigars are selling fast and that rendering nicotine harmless in cigars by neutralizing, a process long used in connection with cigars in Germany, was a success from the start. Agencies for Health cigars have been pretty well established throughout the country and dealers are sending in duplicate orders very fast. These cigars are made of the finest Havana and domestic tobacco by skilled workmen, are handsomely packed and quickly win the good graces of the smoker.

A Profitable Investment.

Send us one of your business cards or cigar bags and let us make up 1,000 Gummed Labels (stickers) for you, and send you THE CIGAR STORE MAGAZINE for one year. All for \$1—the best investment you can possibly make, and you'll say so too, inside of three months.

"Did you know that we Americans use about five billion cigars a year?"

"Haven't one of 'em to spare, have you?"—*N. Y. Journal.*

Smoking of Bad Cigars.

NEW YORK used to turn pale when the wind was from the East, and took in the Hunter's Point oil refineries on the way cityward, or when it came from a more Southerly quarter and arrived laden with a choice assortment of odors from the bone boiling establishments of Barren Island. Of late these aerial nuisances have been less noticeable, not that New York is non-recipient of suburban favors, but that we have troubles of our own that cause us to forget the comparatively trifling ills from outlying points. The fact is that since the open car has been established in New York and half the riding public has been thoroughly fumigated by the shockingly bad cigars smoked by the other half, Hunter's Point and Barren Island aren't in it as producers of foul smells.

What has got into the American smoker, anyhow? He used to pride himself on the excellence of his cigar and its delicate aroma. Now he seems to smoke "any old thing," and so long as he can light one end of it and half swallow the other he goes on his malodorous way rejoicing. Ladies are half suffocated on the open cars, where smoking is permitted, by the fumes of what may well be called "weeds," and would-be non-smokers aboard are obliged to light up something terrible of their own to kill off the smoke attack of their neighbors. In defense of their awful doings smokers complain, with more or less truth, that it is impossible nowadays to get good tobacco except at all but prohibitive prices—at least in cigars.

Thus soliloquizes the New York *Herald* in its editorial columns, closing with the sentence, "by all means, if it will lessen the present evils begotten of bad cigars, let us become a nation of pipe smokers like our English cousins."

While there is more truth than fiction in the *Herald's* plea, still the

writer of the article could have been better informed as to the price of good cigars. Admitting that cigars have advanced somewhat in price, occasioned by the Cuban insurrection and rebellion, the war tax, and many minor drawbacks, they have not risen as much in price as the *Herald* would lead us to believe. Were the finest clear Havana cigars 5c. each some people would persist in having a "two-fer." And just so in all lines—there is more of the commoner stuff used than the best. The Havana and Key West factories are indeed few when compared to the number of manufacturers throughout the country making low-priced goods for which there is always a demand—a demand that will never cease. Until the users of the weed learn to know a good cigar (there are hundreds of them advertised in various ways) we will have to combat the evil and put up as best we can with the obnoxious use of what may rightly be termed "cabbage leaf."

Maj. Ginter's Generosity.

The late Maj. Lewis Ginter of Richmond, Va., of cigarette fame and millions, ascended in the elevator at No. 319 Broadway one day, a little while before his death, and said to the colored elevator boy, after the usual manner of a Southerner making the acquaintance of a darky: "I've seen you before. You come from Virginia, didn't you? I've seen you in Richmond." Proud of the attention, the boy replied: "Yas, sah; I cum 'fum Tazewell County; de Tazewells owned my fokes 'fo de wah; I'se been in Richmun many er time, en I sorter ricollecs you, sah." "I knew Captain Tazewell intimately. What's your first name?" "William, sah, William Tazewell." "Well, William, when you come to Richmond call on me at the Hotel Jefferson and dine with me."

William could not sleep. At the earliest possible moment he pleaded

for a holiday and went to Richmond, straight to the Hotel Jefferson, one of the finest caravan-saries in the United States, where he presented to the clerk his card—"Mr. William Tabewell, New York." He was unceremoniously sidetracked, but persistence finally secured a hearing, and the card was sent to Mr. Ginter's room. "Front." returned with a message to the clerk: "Mr. Ginter says it's all right. Give William anything he wants in the house. Have a good dinner, with champagne, served in one of the private dining rooms." William ate that dinner in solemn majesty. Mr. Ginter, of course, never appeared on the scene, but William didn't think it strange at all. He had a "cullud gemman" to wait on him, and he drank a quart of wine. Toward the end of the meal he became pompous and tyrannical, but Mr. Ginter sent down word to let him have a good time and go when he felt like it. William loves to tell of the day when he dined at the Jefferson with Mr. Ginter.—*N. Y. Press.*

Sale of Jacobs' Property.

THE stock of Wm. M. Jacobs, the proprietor of Factory No. 3741, 9th Dist. of Penn., consisting of about 400,000 pounds of leaf tobacco and 3,000,000 cigars, which was confiscated by the Government upon the exposure of Jacobs' bogus stamp scheme, was sold on June 16th, tobacco men from all the large Eastern and Southern cities being in attendance and bidding actively on desirable stock. Some of the cigars sold as low as \$2, but the average price was about \$4.50, others selling as high as \$9, all being sold subject to the Internal Revenue stamp tax of \$3.60 per M. The Siegel-Cooper Co., the large department store people, was a prominent buyer, as was also the Metropolitan Tob. Co. A lot of 77 cases of 1897 Havana sold at 10 1-2c., and out of

1,028 cases of leaf the highest price was 13 1-4c. for 1895 Havana Bs. The total amount derived from the sale was about \$37,000, which the Government will use to partly recoup the loss of \$138,812, the amount of the fraud so far as is possible to estimate. And thus endeth the first chapter in the most gigantic and successful counterfeiting scheme this country has ever known. The next is the trial of the principals, which has been postponed from time to time.

A Thousand For One.

You undoubtedly give away and sell a great many matches every year with cigars, cigarettes and tobacco, and it's ten to one that your name does not appear on the box; you therefore throw away an excellent opportunity for advertising your business, which would cost you nothing and do you a great deal of good. You should stick a gummed label with your name and address on everything that goes out of your store, especially matches, which are used many times before the box is thrown away, and this will cost you nothing, for we will give you 1,000 gummed labels with a year's subscription to THE CIGAR STORE MAGAZINE, for only \$1.

An Expensive Smoke.

A fascinating young woman entered the smoking compartment of a train journeying from Vienna to Prague, and excused her presence to the two commercial travelers she found there by saying that she was a devotee of the weed. She offered her fellow travelers cigarettes, which threw them into deep slumbers. When they recovered the effects of the opium mixed with the tobacco, they found that their pocketbooks, containing some hundreds of dollars, as well as their watches and other valuables were missing.

THE CIGAR STORE

A Monthly Magazine for the Retailer,
ISSUED BY
THE CIGAR STORE PUBLISHING CO.,
80 TIMES BUILDING, 41 PARK ROW,
TELEPHONE: 3707 CORTLANDT,
NEW YORK CITY.

HERBERT SPENCER HALL, MANAGING EDITOR.
GEORGE N. ALSOP, - - - ASSOCIATE EDITOR.

Issued the first of every month, \$1.00 a year, payable in advance. Subscriptions may begin at any time.

REMITTANCES should be made by N. Y. Draft, Express Order, or P. O. Money Order, payable to THE CIGAR STORE PUBLISHING CO. Cash or stamps should be sent by Registered Letter. We cannot be responsible for loss if sent any other way.

When change of address is desired, both the old and new address must be given.

CORRESPONDENCE on all subjects of interest to the trade is solicited.

ADVERTISING rates furnished upon application.
ENTERED at the New York Post-Office as second-class mail matter.

NEW YORK, JULY, 1899.

We repeat! Retailers, organize,—organize for your own good, and the time to organize is now.

It is unwise to buy goods on credit, or to take a lot of "money makers" (for the manufacturers) on consignment. Pay as you go, taking advantage of all cash discounts, and go only as you can pay. The most successful men in the trade buy for cash only.

It's a salesman's business to sell goods and it makes no difference to him whether you may want his goods or not—he wants your order, and if you will allow him to he will convince you that you might as well close up shop if you don't have his great "Flim Flams" on sale.

W. W. Fuller, attorney for the A. T. and Continental Co.'s, is reported as saying that the P. J. Sorg Co. is the only branch of the trust in the State of Ohio. What's the matter with the Luhrman & Wilbern Co., Cincinnati, recently incorporated under the laws of New Jersey, with Josiah Brown and J. B. Cobb as directors, and which company is now dictated to and run by Duke?

You should have your name on your window and also on your goods; keep your store and stock clean; be polite and courteous to your customers, whether they want a postage stamp or a dollar Perfecto; ask the boys to not block up the door way; sell good goods at a fair profit; subscribe to THE CIGAR STORE MAGAZINE and you'll make money.

Will you kindly send us the names and addresses of your friends and acquaintances in the cigar and tobacco business, as we are re-arranging our list of names and desire to make it as complete as possible. A specimen copy of THE CIGAR STORE MAGAZINE will be mailed to each name.

The article which appeared in our May number on The National Retail Tobacconists' Assn., is evidently bearing good fruit, and the retailers throughout the country are evidently waking up to the fact that a Retailers' Association is what they need in every city and town, as we before suggested and urged. Chicago, Denver and Baltimore have associations and now Harrisburg (Pa.) retailers are to have a meeting soon to elect officers and perfect a permanent organization.

When is a meeting to be held in your city? Of course you intend to organize "some day," because you recognize that it is a matter of vital importance to every retailer in the country, and especially so to yourself, but why not organize to-day? There is no time like the present—make a start and you will have thousands of willing followers.

We shall be glad to publish letters from retailers in sympathy with the movement and want you all to know that you may count on the hearty and more than willing co-operation of THE CIGAR STORE MAGAZINE in every way to advance the best interests of retailers. Write us your views and let us put your name down as a prospective member.

Personal Puffs.

J. H. Martin, the well-known wholesale cigar and tobacco dealer of Jacksonville, Fla., accompanied by his wife, spent a few days in the city last month.

Mr. Loewenthal, of Loewenthal & Meyers, Albuquerque, N. M., was also here attending to some business matters.

Gustave Bock, general manager of the Henry Clay & Bock & Co. factories in Havana, arrived from Cuba on the steamer Havana on June 21st and sailed for Europe the following Saturday, where he will remain about a month.

Another prominent visitor to the city during June was A. C. Montgomery, Vice-President of the R. & W. Jenkinson Co., Pittsburg, who tarried only a few days, but long enough to see what retailers are doing in the way of selling Jenkinson stogies.

Wanted—A Hustler.

We want a hustling representative in every city and town in the country to solicit subscriptions for THE CIGAR STORE MAGAZINE at \$1.00 a year, with 1,000 Gummed Stickers of the retailer's name and address, free of charge.

It is easy and profitable employment and will take but little of your leisure time. Write for liberal terms and particulars. THE CIGAR STORE MAGAZINE, 50 Times Building, N. Y.

The "Weed" announces that the Eldred Mfg. Co., Chicago, has begun suit against firms mentioned elsewhere in this issue for protection of its patent rights on the Perfecto Electric cigar lighter. This is wrong; the Perfecto lighter is the exclusive property of the Abbot Electric & Mfg. Co., Cleveland, Ohio.

Superstition never keeps people from accepting thirteen for a dozen.—*Chicago News.*

What Others Say:

PITTSBURG, PA.

THE CIGAR STORE MAGAZINE:

Your June issue to hand and contents read with interest. Your magazine certainly is a very spicy paper, and interesting to any one in the cigar line. Inclosed please find \$1.00 for a year's subscription. Wishing you success, we are,

Yours very respectfully,

ZEUGSCHMIDT BROS.

LANSING, MICH.

THE CIGAR STORE MAGAZINE:

Saw a copy of your magazine and decided it was just what I wanted. Inclosed find \$1.00 for a year's subscription.

Very truly,

T. A. MOROSS.

CONCORD, N. H.

THE CIGAR STORE MAGAZINE:

Enclosed find \$1.00 for magazine commencing July issue. Print labels as above. You have a winner.

Respectfully,

S. WARDNER & CO.

LOCKPORT, N. Y.

THE CIGAR STORE MAGAZINE:

Enclosed find \$1.00 for a year's subscription—your magazine is certainly worth the dollar.

Yours truly,

H. H. MOORE.

SIoux FALLS, S. DAK.

THE CIGAR STORE MAGAZINE:

Enclosed find \$2.00 for THE CIGAR STORE MAGAZINE, one year, and 3,000 labels, printed as enclosed slip.

Yours truly,

MCGREGOR & FARLEY.

NEW HAVEN, CONN.

THE CIGAR STORE MAGAZINE:

Please find enclosed \$2.00 for one year's subscription and 3,000 labels as per your advt.

Yours respectfully,

KAHN & CO.

NEW YORK, N. Y.

THE CIGAR STORE MAGAZINE:

Enclosed please find \$3.00 for one year's subscription to THE CIGAR STORE, also 6,000 gummed labels.

Respectfully yours,

H. GREENSPECHT & CO.

Topeka-Made Cigars.

IF you must smoke, use Topeka cigars," so the Commercial Club of Topeka, Kan., would have it, and with this idea in view has issued two circulars—one to retailers urging them to deal in cigars made in Topeka and the other to consumers asking them to purchase articles of home manufacture in preference to those made elsewhere. At present 92 per cent. of the cigars smoked in Topeka come from outside factories, and, it is claimed by the local manufacturers, are no better than the home product. The Club also says, "if the cigar dealers had handled only Topeka-made goods they would not have been caught with several thousand cigars on hand bearing counterfeit revenue stamps, as some of them were a few weeks ago."

The Topeka *Journal* tersely remarks in connection with the account of the Commercial Club's meeting: "If Topeka cigar manufacturers would learn the art of advertising there might be less reason to complain." And if they would advertise their goods, bringing them prominently before Topeka, as well as the citizens of other Kansas towns, they would, providing the cigars made by them are as good as those made elsewhere, do a good business not alone in their home town but in others as well. Nothing succeeds like success, and to be successful in this period of keen competition advertising is by all means essential to a thriving business. How the smaller manufacturers expect to do business by merely getting a brand name for their cigars and then placing them with possibly three or four retailers, without any advertising whatsoever, is a mystery. Let them learn the lesson from the largest cigar manufacturers, who continually advertise their brands and count publicity in their assets.

THE CIGAR STORE MAGAZINE
is \$1 a year—1000 labels free.

Brooklyn Retailers.

In our sister city over the bridge the cigar men are experiencing a fair business, the effect of the heated term being as yet hardly noticeable. Private brands are in demand, it seems, at nearly all the retail establishments and high-grade imported and domestic cigars are also selling well.

A. Aschner's Sons, whose store at 393 Fulton St. is known and referred to by outsiders as "the big store," are as busy as ever, and also at their branch 234 Fulton, near the bridge entrance. Though the lower end of Brooklyn has gone to ruin during the past few years, when a firm has occupied a store 21 years and own the building, they naturally have a trade that sticks. Transient customers are not so much in evidence as heretofore, and in this particular business has fallen off terribly. Box trade is a specialty, as well as a line of the highest grade goods. Henry Clay's, Garcia's and Eden's comprise the imported line and the Waldorf Astoria, Ellinger's and Gato's in Key West. Aschner's Perfecto, a private 10c. brand, is a big seller, as is also Health cigars, backed up by the popular nickel goods.

Stratton & Cox, the well-known dealers at Fulton and Pierpont Sts., have removed to a much more desirable location—Fulton and Court Sts., where they will continue their exclusive high-grade business on the progressive lines heretofore pursued. Rodriguez's Charles the Great, Nichols' Solace and a full line of imported, running to Bock's, Garcia's, Eden's, Clay's and Upmann's, are the brands most in evidence and enjoying best sale, closely followed by Park & Tilford's well known brands. This firm's jobbing business, such as supplying the select clubs, etc., is in excellent shape and they have

no kick coming from any source. No private brands are seen in their silent salesmen, and only the best-known and most reputable firms are represented.

Valdes & Eckert, who made their debut at 345 Fulton St., about a year ago, have dissolved partnership, the junior member retiring. Mr. Valdes will continue the business as before, pushing brands of his own manufacturer, along with a good line from other manufacturers.

J. Mendez, 375 Fulton St., has placed a new sign over the main entrance to his store. It is a large variegated glass cigar, illuminated by electricity and which can be seen for blocks. Though his business is now good as could be desired, there is room for more, and a strong temptation is always placed where pedestrians cannot overlook it. His large window is always tastefully dressed, the appearance of the store upon entering beyond criticism, and in his stock can always be found a suitable article, be it cigar, cigarette, tobacco or what not. Eden's, Pedro Morias', Garcia's and many other imported brands are carried and sell well, as does also the La Mercedes, a private brand after which his factory is named.

One of the prettiest little stores that the Trolley City can boast of has been opened at 705½ Fulton St. by I. Lefkowitz, being a branch of the Atlantic Ave. store, though Mr. Lefkowitz will make his headquarters at the new stand. Kerbs, Wertheim and Schiffer's goods will be the leaders at the new store and a complete line of cigarettes, etc., will also be carried. Mr. L. feels much encouraged at the business coming his way on the start, and if good cigars and fair and honest treatment will win the esteem and patronage of the consuming ele-

ment, his success is already assured.

David Sherek, the retailer at 617 Fulton St., has placed on sale a new brand of cigars of his own make, which he calls Orpheum, deriving its name from the new music hall which is in course of construction at Fulton St. and Rockwell Pl. Mr. Sherek reports an excellent business in all lines, especially in high-grade cigars and Jenkinson stogies.

Boston Business Buzzings.

BOSTON, June 24.—Business generally is reported as satisfactory to fair, although there are a few complaints.

7-20-4, a cigar manufactured by R. G. Sullivan, Manchester, N. H., is being advertised in Boston in rather a unique and effective manner.

Lewis Sears & Co., 124 State St., are the New England agents for Holland clay goods, and have just received an invoice of some 250 gross. They are doing a fine business with these goods throughout New England.

"Let us smoke in this world and not in the next,—Robt. Ingersoll," is the catchy sign displayed in one of Boston's leading retail stores.

Albert Benari has been located at 29 Tremont St., since the first of May. The store is a most attractive one, and the windows are quite tastefully arranged. He carries a very fine and special line of Key West and domestic cigars, while the line of pipes and smokers' articles is most complete.

The first number of The New England Tobacconist, a new trade journal to be issued in this city by two well and favorably known young hustlers connected with the trade, is expected to make its appearance about Sept. 1st. Boys, we wish you luck and success.

Every time I go in G. W. Justus', 60 Causeway St., I see the store full

of people, and no wonder—he has a great and very complete stock of pipes, tobacco, etc., a fact known by customers all around town.

F. W. Steffens, the pipe maker of 798 Washington St., has the same smiling face of years ago, and a new stock of jokes to swap daily. Business, as usual, continues brisk.

Benj. Silverstein, 114 Washington St., is full of business as ever. It may be of interest to state that he has one of the smallest stores in town—3x6 feet—but has a fine retail trade. His specialties are mostly private brands.

J. Schneider, who opened a store at 85 Dover St., is building up an enviable trade on all the Kearsarge brands. Mr. Schneider has been away for a year as one of Uncle Sam's Red Cross Volunteers, and his friends are glad to see him back at his old post.

T. T. Timayenis & Co., 10 Broad St., manufacturers of the famous Egyptian Mentor cigarettes, are doing a thriving business. All the leading retailers, clubs hotels and cafes are carrying them in stock. The tobacco used in blending the Mentor cigarette is guaranteed to be the best, and no fault is found with the quality of these goods.

The Napoleon brand of cigars is being extensively advertised by McGreenery Bros. & Manning.

The familiar ad. of a large bunch of grapes of the "Concord" variety is in evidence in Boston, and is effective advertising for that well-known brand of cigars manufactured by F. R. Knowlton, 30 Broad St.

G. W. Wilson, well known for 17 years in the retail cigar trade, is at present located at 11 Main St., Charlestown, where business is reported good. Mr. Wilson knows the cigar business from Alpha to Omega, and his stock is carefully selected, consisting only of the best known brands.

THE CIGAR STORE MAGAZINE is meeting with much success here

and is found in the stores of the majority of the up-to-date and intelligent retailers throughout the city.

H. Traiser & Co. are now making more cigars than any other two factories in New England. This firm enjoys the distinction of being the largest cigar manufacturers in the United States employing union labor. They had a strike to contend with this month, but it was of short duration, matters being amicably adjusted and the employees returning to work.

Philadelphia Pencillings.

PHILADELPHIA, June 26.—Atlantic City and other nearby summer resorts are drawing cards just at this season, and many members of the tobacco trade have hied themselves hither for a little rest and recuperation, which is greatly needed after a trying winter's work. Though some of the "bosses" are at present absent, business continues right along, and not much dissatisfaction is heard regarding receipts.

Harry F. Ertel's store, 702 Chestnut St., was entered from the rear by thieves on the 15th and an unsuccessful attempt made to open the safe. A small sum of money and some postage stamps, taken from the cash drawer, and a number of packages of cigarettes were stolen.

The Sar-Alvarez Cigar Co., recently incorporated with a capital of \$50,000, by Sar-Alvarez, N. B. K. Brooks and L. S. Jackson, will manufacture only high-grade cigars. The factory will be located in Key West, with offices in the Drexel Building, this city, and 224 Washington St., Camden, N. J. Mr. Alvarez is now off on a trip to Cuba to purchase a stock of desirable tobacco.

Cigar Department Manager H. W. Powers, of Huey & Christ, is doing great work on M. Foster & Co.'s Banquet Hall little cigars, for

which his house is distributor. These little smokes are conspicuous in the stocks of our up-to-date retailers, and find ready sale.

H. W. Shive, formerly at 2204 N. 6th St., is now comfortably settled in his new place, 2358 German-town Ave. In his new quarters he has more room and better facilities for his wholesale and manufacturing business, which is conducted in conjunction with the retail department.

Alexander Adams, well and favorably known until recently as a hustling representative of the A. T. Co., is now calling on the trade in the interests of Wm. S. Carroll, Lynchburg, Va., maker of cigarettes and Lone Jack tobacco, already largely sold here.

Bradford, Clarke & Co. secured a large lot of Manuel Garcia Alonso cigarettes, which were a part of the cargo of the Spanish steamer Argonauta, seized during the late skirmish, and they sold like the proverbial hot cakes, at 10 for 10 cents.

Wm. H. O'Keefe is thinking of opening a store in the neighborhood of 13th and Market Sts. He has closed the one at 335 Market, and at present is devoting his time to his store on S. 4th St.

E. J. Crippen & Co. report the sale of Geo. W. Childs weekly growing larger. A window display of this brand and Lucke's Rolls attracted much attention lately.

Chicago Chatterings.

CHICAGO, June 26.—Orders have been sent out by City Collector Brandecker that all tobacco dealers selling cigarettes must stop dealing in that article until the licenses for the period have been taken out. Meanwhile dealers continue disposing of the little "coffin nails" without any license, and it is probable they will continue to do so until the U. S. Supreme Court attests the legality of the ordinance which says dealers selling

paper-wrapped cigarettes must pay a license of \$500.

Ed. Kolman, the popular cigarist at 355 Dearborn St., has issued a neat folder under the caption: "We Want Your Trade," wherein he brings out some pithy points why he should have it—and he is getting lots of it, too. The "Ellsworth" 5c. cigar, which he claims in quality is as high as the skyscraper building after which it is named, continues to be a record-breaker in sales.

L. Newman & Co. have bought the business of the Centropolis Cigar Co., 41 Randolph St., and will take charge August 1st. Clarence Hirschhorn's business, 46 E. Madison St., who, by the way, is the "Co" in the new concern, has also been absorbed. Both these gentlemen are well known in Chicago cigar circles and very popular. They will do a jobbing as well as retail business.

J. G. Conrad has opened a store at 14 Pacific Ave. This is Brelsford & Thompson's old stand. Being opposite the Board of Trade the location is excellent and the stand a very desirable one. A fine trade is already in swing and the business done from the start is very encouraging.

The cigar store at 194 La Salle St. has changed hands, A. J. Highgate selling to Jacob Schlitt, the owner of the buffet in the rear of the store.

The Eldred Mfg. Co., makers of the Standard electric cigar lighter, has begun suit for injunction against the Nicholas Kuhn Co., Davenport, Ia.; Baxter Cigar Co., Denver, and Fly & Hobson, Memphis, Tenn., to restrain them from using or vending the Standard electric lighter, which the Eldred people claim is a direct infringement on their device.

Many are the hearty laughs that have been had at the expense of the Cigar Makers' International Union, which has been circulating literature throughout the city asking dealers to boycott Gumpert's Full

Weight, Harburger's Geo. W. Childs, Hernsheim's Jackson Square, Storm's Capadura, Upmann's Extra 5, Seidenberg's Lillian Russell, Hilson Co.'s Hoffman House and Kanfmann's John Drew brands.

• William G. Valentine, of Valentine & Burger, the retailers at 39th St. and Cottage Grove Ave., is off on his bridal trip. His many friends who wish to congratulate him are anxiously waiting for August 1st, when Mr. and Mrs. Valentine will be at home at 4043 Ellis Ave.

Hoffman House Bouquet is being made one of the leaders at the Worcester Importing Co.'s store, 83 Randolph St., a store opened quite recently.

Geo. T. Loker & Co. is a new firm of jobbers at 36 Wabash Ave.

J. & A. Weinrieb, 29 E. Adams St., have sold their business to C. C. Barley.

Julie M. Marks & Co. will open a new store at 15 Dearborn St. It is rumored that Lillienfeld Bros. & Co. are interested in this venture.

Cincinnati Cullings.

CINCINNATI, June 27.—“All roads lead to Cincinnati.” The excursion season has begun and every day the railroads are dropping in this city hundreds of people from nearby towns. The retailers love to see this, as their receipts are materially increased by the sight seeing visitors.

The manufacturing end of the cigar business is in fine shape and the factories are running with full forces. J. H. Lucke & Co. can hardly supply the demand for the now famous Lucke's Rolls, the sale of which is constantly increasing. Their foreign orders are now somewhat of an item, and other countries besides the United States are crying for prompt shipment. The Lucke Rolled cigar is also going remarkably well.

The Old Glory and War Eagle cheroot makers, Roth, Bruner &

Feist, also have prosperity depicted upon their countenances and are as busy as can be. The rumor, which has been started many times, that this company has gone into the trust, is a fake, and I am reliably informed that no proposition has been or will be considered.

E. Blatt, doing business as E. Blatt & Co., cigar jobbers at 413 Sycamore St., looked upon by many as being in a flourishing condition, has gone to the wall. With liabilities of \$50,000 there is only about \$17,000 for the creditors. Poor collections is the cause assigned for the failure.

Zeugschmidt Bros., Pittsburg, are well represented in Cincinnati by their different stogie brands. Pittsburg Flyers and Pittsburg Leaders are leaders in sales and smokers are being converted to stogies every day.

Alvin S. Cahn has sold his 5th St. store to Sidney H. Lauer.

Some visitors this month: Henry Jacoby and his Girl From Paris; R. N. Hull, of the Standard Cigar & Tobacco Co., Cleveland, talking Nutmeg, a new plug brand of his house; Stanley Wollman, of Gray, O'Halloran & Co.; J. M. Landfield, of Kimball, Bros. & Co.; G. F. Kirkwood, of Hull, Grummond & Co.; John G. Spatz, of Reading; L. Benedict, of Louis Ash & Co.; Julius Edel, of the Cuban-American Mfg. Co.; Ben Lesser, of Perez, Rodriguez & Co.; E. G. Dunlap, of Arguilles, Lopez & Bro.; G. J. Towson, of A. L. & A. G. Kaufman; Horace R. Kelly, N. Y., and W. J. Kelly, for the General Arthur cigar and other brands of Kerbs, Wertheim & Schiffer.

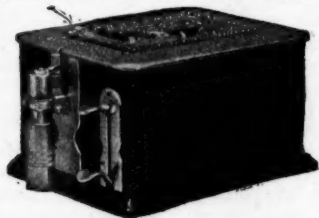
“Do you know that with the money you have spent for cigars during the past twenty years you might have bought a house of your own?”

“Yes, and suppose the house should burn down. Where would I be then?”

The Perfecto Electric.

There has been so much interest shown by the cigar trade in the "Perfecto Electric" Cigar Lighter and Cutter, that we think a brief description of this novel little machine will be of interest to our readers.

The great point of difference of this electric lighter from all others, is that each machine is an independent small dynamo, generating its own current, and continued use does not run it down, electrically, so that it never has to be recharged. The armature of the dynamo is geared to a lever, and when the lever is pressed down, the armature is revolved, generating the electric current which is communicated to, and ignites the torch in front, which is



removable, and will burn as long as held from the machine. On returning the torch to its hook, it is automatically extinguished by a cap. The cutter on the top is operated at same time lever is pressed so the cigar can be clipped at same motion. Another feature of this Lighter is that it does not have to be "set up" or "connected up" when received. These Lighters are handsomely finished in oak, or any color of leather with nickle trimmings, and advertising plates can be furnished to go in the top when desired. It is manufactured by The Abbott Electric & Mfg. Co., of Cleveland, O., whose ad. appears in this issue of THE CIGAR STORE MAGAZINE.

Two Harbor, Minn., has a new retail store conducted by A. A. Radley.

QUERIES ANSWERED.

H. & T.—Upmann & Wilcox, Chicago, are the Western distributors of Upmann's Extra 5c. Write them your wants.

W. L. C.—The New York office of the Cuban-American Mfg. Co. is at 92 William St. Herman Myers is the President, not the Treasurer.

Delaware.—Granger Twist is the Wellman & Dwire Tobacco Co.'s leading brand of twist, which is largely sold in the West, but only just begun to be pushed in your section.

McC. & W.—See 4th paragraph headed "New Brands and Packings" in this issue. It answers your question.

Pierce—We would suggest that you correspond with Kerbs, Wertheim & Schiffer, 54th St. and 2d Ave., N. Y.

M. W. & Co.—We have no record of the registration of the brand you propose getting out. A good idea, we believe, and one that will pay you.

T. T. T.—Hirschhorn, Mack & Co.'s address is 410 E. 68th St., N. Y. Their Tom Moore is a 10c brand.

G. C. A.—By carefully reading this issue of THE CIGAR STORE MAGAZINE you will find the answer to every question you ask.

W. E. D.—It's all a fake; probably gotten up by some enterprising press agent. Don't touch it.

J. L. K. & Co.—If you will give us the name of the brand we will advise you by letter. However, it will do no harm to write Weber & Erskine, agents, 110 Reade St., N. Y.

St. Louis Scintillations.

ST. LOUIS, June 26.—Harrison I. Drummond, it is stated, will engage in the real estate and brokerage business in this city with his brothers. He strenuously denies that his resignation from the vice-presidency of the Continental Tobacco Co. was through any disa-

greement with other officials, as reported.

The Drummond branch of the Continental will be removed to the Liggett & Myers factory on July 1st and the name of this branch changed to Liggett-Myers-Drummond. The Brown and Butler plants will also be transferred, the business of these branches hereafter being conducted from the Drummond works. St. Louis will be made the main distributing point for Continental goods, and it is rumored that the already tremendous business here will be increased.

Covers were laid for 1,500 guests at the anti-trust banquet on Saturday—one of the events of the month. Wm. J. Bryan and Col. M. C. Wetmore were among the speakers and were cheered long and loud.

The W. A. Stickney Cigar Co. has been made distributors of the Geo. W. Childs cigar, heretofore represented in this territory by T. Wright & Co. Ben Homan and Leo Harburger, of Harburger, Homan & Co., the makers of the Childs, were here this month and consummated the deal.

E. M. Schwarz & Co.'s seed and Havana cigars are well known in this market and are to be found in the best stores. The Toncray & Sutton Cigar Co. have just added the Millionaire, a new brand, and will push the sales with retailers.

W. E. Wrisberg is having the interior of his store at 508 Olive St remodelled. He will also open a new stand at 6th and Olive Sts. about July 15th.

Cleveland Chroniclings.

CLEVELAND, O., June 26.—Marcus Feder, successor to the manufacturing department of Feder Bros., is about to proceed against a firm imitating his Mexo Rico brand of little cigars, for which there is at present a good demand. Mr. Feder's factory number 3 51, 18th Dist. Ohio, and dealers u ying Mexo Ricos should see that

this number appears on all packages. A new packing of London Whiffs Cubitas has been placed on the market, and being a departure from the usual lithographed design is very noticeable. The background of the box, which holds 10 pieces, is black with white lettering, the scroll work ornamentation being in gold. Great care is taken in the manufacture of London Whiffs and nothing but the purest tobacco is used—no scraps, sweepings or dust going in the make up. The secret of Mr. Feder's success is blending different kinds of tobacco to produce a fragrant, even-burning smoke, using no flavoring compounds.

N. Gleichman, 110 Ontario St., has enlarged his store so that he can better take care of his growing business. He carries a very complete stock of high grade cigars, tobacco, etc., among the former being the products of Hirschhorn, Mack & Co., E. A. Kline & Co. and Kerbs, Wertheim & Schiffer.

Duke's Mixture is being extensively advertised by the A. T. Co. Old Virginia cheroots have been sent here by this company packed 3 in a pouch and retailing for 5c.

Henry Strand now has one of the finest stores in the city, having removed from 397 Ontario St. to 341 Erie St., and refitted his new store in great style. His old store is occupied by Wm. Kirtz, the proprietor of the store at 186 Ontario St.

B. & N. Rich, 362 Superior St., have discarded their old fixtures and placed new ones in their stead and renovated generally their entire store.

J. R. and H. M. Martin, composing the firm of H. M. Martin & Co., tobacco manufacturers of Greenville, Ky., will build a large factory in Louisville for the manufacture of burley. The capacity will be 2,000,000 lbs. annually.

Thos. Lude has embarked in the retail business at Grand Forks, N. D.

Fortune Teller Cups.

Walter Matthews, formerly of the Miller-Matthews Co., Lafayette, Ind., has connected himself with W. H. Perry, Indianapolis, as cigar department manager. He has inaugurated a new scheme of advertising the Fortune Teller brand of L. Kahner & Co., New York, which is a good seller with his house. At each town pump in Indianapolis and throughout that section he has placed a cup, attached securely with a chain, in the bottom of which is the advt. of Fortune Teller cigars, and everyone drinking at these public watering-places cannot fail to see it. The arrangement is unique and the results of the experiment very satisfactory, so much so, in fact, that the makers can hardly keep abreast of Indianapolis orders.

He was Satisfied.

A young man stood on a corner in Atchison, Kan., the other day, enjoying his cigar, when he was accosted by an impertinent busybody. "How many cigars a day do you smoke, young man?" asked the meddler in other people's affairs. "Three," replied the youth. Then the inquisition continued: "How much do you pay for them?" "Ten cents each," confessed the young man. "Don't you know, sir," continued the sage, "that if you would save that money, by the time you are as old as I am you would own that big building on the corner?" "Do you own it?" inquired the smoker. "No," replied the old man. "Well, I do," said the youngster.

The Mallinckrodt Pipe.

The nicotine absorbent and ventilated pipe manufactured exclusively by the Harvey & Watts Co., of Philadelphia and New York, under Mallinckrodt patents, is not an untried invention, but has been in practical use for the past eight

years, during which time it has found a ready sale wherever introduced, as it is moderate in price, artistic in design and finish, and simple in construction. The blotting paper tube in the stem absorbs the nicotine, which can be replaced without soiling the fingers. Retailers should write the makers for circular C. S. containing prices and full description.

Are You Guilty?

Victor Smith thus moralizes on the sham and hollow pretence of this world in the *New York Press*: "I know lots and cords of men who smoke 25-cent cigars half up in company, throwing the three inches away, while alone at home or business they are mighty glad to puff a five-center up to the skin of their teeth and then chew the butt. This is a fake world."

A Handy Article.

Simplicity and convenience are embodied in the Stallman Dresser Trunk, which is as compact and practical as the word "Dresser" implies; consisting of numerous compartments and drawers so arranged that you have access to any part without lifting heavy trays and turning everything up side down—to think you want any article, no matter in what part of the trunk it may be, is to place your hand on it in a second. This unique and up-to-date innovation is made of 3-ply veneer with hand riveted steel clamps and corners; is stronger, more substantial and will stand more hard usage than the old style trunk. It can be had in all sizes at various prices, and F. A. Stallman, the maker; 99 W. Spring St., Columbus, O., will be glad to send any of our readers a catalogue and price list, with full and complete description upon application.

Ed. C. Judd has bought the business of Louckes & Blom, Grand Rapids, Mich.

Here and There.

A FIRE in the drying room on the fourth floor of the P. Lorillard factory in Jersey City on June 13th did \$1,800 damage and created much excitement among the 2,000 women and girls at work in the building.

Harry Atwood, for some time in charge of the cigar department of Cobb, Bates & Yerx, Taunton, Mass., has resigned to engage in other business.

The Gradle-Strotze Tobacco Co., Chicago, and the Z. I. Lyon Tobacco Works, Durham, N. C., are the extent of the purchases of the A. T. Co. during June.

William C. Hoffman has removed his cigar factory from Newburgh, N. Y., to Danbury, Conn., where his brother has long conducted a factory. It is practically a consolidation of the two factories.

Doolittle Opera House, Canastota, N. Y., has been transformed into a cigar factory, being occupied by the E. K. Reed Cigar Co., who have started in business with a small force, which will be increased as business grows.

W. H. Heegard, the well-known wholesale Chicago tobacco and cigar dealer whose recent death was mourned by hosts of friends in the trade, wills all his property, which is valued at \$100,000, to his widow.

The suit of W. B. Tate against the Liggett & Myers, Drummond, Harry Weisinger, John Finzer & Bros, and American Tobacco Cos. for \$125,000 for alleged conspiracy to ruin his Louisville (Ky.) warehouse business, was decided in favor of the defendants in a very few moments after it went to the jury.

Herman Kretchmar, a stockholder in the now extinct Drummond Tobacco Co., is suing President Drummond for an accounting of the proceeds of the sale of the plant to the trust. The amount involved is \$457,000, which should have been divided among the stockholders.

Nineteen girls were prostrated by

the heat on June 8th in Hirschhorn, Mack & Co.'s factory in New Brunswick, N. J. They were at work in the upper loft, under a tin roof, where the heat was intense.

S. Sorsby Booth, of Knoxville, Tenn., has located in Macon, Ga., and will have charge of the S. W. Venable Tobacco Co.'s traveling salesmen in Georgia, Alabama and Mississippi.

The Try-Angle Cigar & Cheroot Co., Richmond, Va., recently burned out, have rented quarters on Cary St., that city, and are rapidly catching up with the orders with which the fire interfered.

The Harry Weissinger Tobacco Co., Louisville, Ky., has adopted the union label, and will hereafter run a strictly union factory. Owing to the large number of hands employed it was necessary for two different unions to be formed.

The Western Tobacco Co. has been organized and is now preparing to open a plug factory in Kansas City, Mo. A. M. Egbert, the President, is pushing the work as fast as possible. The new company will be strictly independent, and have a capacity of 5,000 lbs. daily, and it is expected their brands will be on the market by July 15th.

The energy with which the F. W. Felgner & Son Co., 208 S. Charles St., Baltimore, Md., pushed the sale of West Point smoking, selling 2,000,000 lbs. last year, is said to be the reason the American Tobacco Co. absorbed the plant.

Prosperity has struck Monmouth, Ill. R. Schram, a cigar manufacturer of that town, has voluntarily advanced his employees' wages 15 per cent. Increased orders and the flattering outlook are the reasons for the pleasant surprise.

Chas. S. Landis, the well-known retailer of Wilkesbarre, Pa., has opened a branch store in Scranton, which is conceded to be the finest in that section of Pennsylvania.

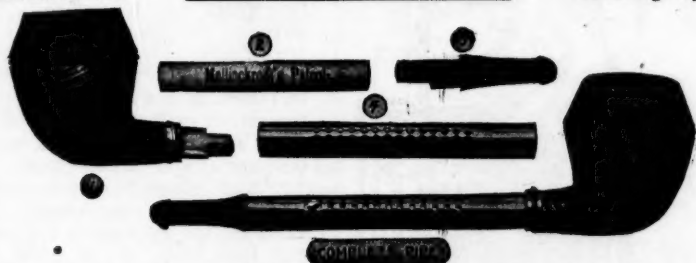
The Pipe of the Century

If you have never indulged in the luxury of a

Nicotine
Absorbent and

"Mallinckrodt Patent"

Ventilated
Smoking Pipe.



You have certainly missed one of the greatest enjoyments of your life. As the oldest manufacturers of Smoking Pipes in the United States, having during the past forty years made every description in use within that time, we confidently assert, that for *perfect cleanliness, beauty and simplicity of design, as well as comparative cheapness*, no Pipe ever invented has received such *unbounded approval* as the "Mallinckrodt," and we unhesitatingly endorse and guarantee its merits in every particular. In 1898 alone we sold over 100,000, and the demand has only just commenced. There is big money in them; many dealers make them a specialty and are reaping a harvest of trade in their respective localities. Although a patented article, yet for a genuine *French Briar Pipe* they cost but a trifle more than the ordinary every day pipe, and, when once used, smokers will never be satisfied with anything else.

Send for illustrated circular C. S. and price list with numerous unsolicited testimonials of endorsement.

HARVEY & WATTS CO., Sole Manufacturers,

275 CANAL ST., NEW YORK.

Station E, Philadelphia.

Perfecto Electric

CIGAR LIGHTER
AND CUTTER...

YOU DON'T HAVE TO WIND IT UP.
YOU DON'T HAVE
TO "SET IT UP."
IT WILL NOT PLAY OUT.
NO BATTERIES.

Works the Best of Anything Ever
Used on a Cigar Stand.

Not in Competition with Other Lighters Except
that Prices are Lower.

We have a dozen ways of
Putting on Advertising.

Embossing it on the Leather in Gold or Silver
Leaf makes a fine display.

Write us for Samples and Quotations
on Quantities.

The Abbott Electric & Mfg. Co.

74 Frankfort Street,
CLEVELAND, O.

Cigar Stores should ask their jobbers for one or write us as to where they can get one.

Please mention THE CIGAR STORE MAGAZINE.



CUTTER.

Finished in Red, Blue, Green or Black
Leather or Quarter Sawn Oak.

Interior of Machine.

IT IS HANDSOME.

New Idea in Trunks...



THE STALLMAN DRESSER TRUNK

is constructed on new principles. Drawers instead of trays. A place for everything and everything in its place. The bottom as accessible as the top. Defies the baggage smasher. Costs no more than a good box trunk. Sent C. O. D. with privilege of examination. Send 2c. stamp for illustrated catalogue.

F. A. STALLMAN,

99 W. Spring St.

Columbus, Ohio.

Waterman's Ideal



A pocket pen and ink bottle combined, always ready for immediate use.

To many is merely a convenience, some find it an absolute necessity, and to all it is a pleasure to have a perfect pen. A pen which is not suited to user's needs may be exchanged. They are made in a large variety of styles, sizes, and at prices to meet every requirement. For sale by all first-class dealers.

L. E. WATERMAN CO.

155 & 157 Broadway, New York, N. Y.

Do You Need One?

One of the best investments that any up-to-date business man can make is to buy or even rent a good typewriter for his office. Some have an erroneous idea that they are expensive, but on the contrary they are very reasonable and can be rented as low as \$3 a month. A typewriter will save time, double your business, enable you to turn out more and better work, and you'll get through on time and not have to work every night. The Consolidated Typewriter Exchange, 241 Broadway, N. Y., will treat you right and surprise you with their low prices.

Retailers' Review.

Charles Schweickerd, the well-known cigar salesman, is preparing to open a cigar store at Knoxville, Tenn.

Lewis & McCormick, dealers in cigars and tobacco, Bay City, Mich., have filed a petition in bankruptcy.

Jacob Spiesberger, Harrisburg, Pa., has sold his business to J. N. Reese.

Fletcher & Reum have opened a new store at Roseburg, Ore.

Charles F. Trent & Co., who for two years have conducted a store at Church St., Knoxville, Tenn., have disposed of their business to W. B. Ford and Ethel F. King, who will increase the stock and run the store on a larger scale.

McGregor & Farley, Sioux Falls, S. D., have succeeded the firm of McGregor, Sailor & Co.

Leopold Betzfelder, wholesale and retail cigars, has sold his retail business to L. F. Palmer, and will devote his time in the future to his wholesale trade.

Harry H. McClintic has opened a retail shop in the Beehive Block, Johnsonburg, Pa., which will be conducted in connection with his manufacturing business.

F. Roy Kirke, who recently purchased the New Era cigar store at 220 W. 4th St., Williamsport, Pa., has increased the stock and now

carries a line of fine cigars, on which he is building up a good trade.

Bennett & Colvin, Canton, O., have dissolved partnership. Harry Colvin will continue the business.

Charles Bucholz has opened a retail store at Fessenden, N. D.

Chas Nickerson has bought J. F. Diamond's business at Albuquerque, N. M.

A. D. Wylie, of Des Moines, has opened a retail and jobbing business in Creston, Ia., in connection with a cigar manufacturing plant.

T. F. Kenny has removed from Harrison Ave. and 2d St. to larger quarters at 16 Harrison Ave., Albany, N. Y., and will hereafter carry on a wholesale and retail business in connection with his manufacturing.

S. B. Kind, wholesale and retail cigar dealer, Milwaukee, Wis., has sold his business to Robert Park.

Geo. B. Mann, Port Huron, Mich., had his stock damaged by water some days ago, in consequence of an adjacent fire.

Holmes Chafey's cigar store, Point Pleasant, N. J., was burned on June 26th. Loss about \$500, with \$300 insurance.

Riley Bricker has purchased the retail department of the B. & O. cigar store, Mansfield, O.

Cox & Harris have closed their store on Newspaper Row, Minneapolis, and concentrated their business in their new quarters at 1st Ave. and 4th St.

B. Haas & Co. have purchased the cigar store of Jake Block, 1025 Main St., Kansas City, Mo. Leo Haas will be in charge.

Geo. W. Dayton, who had to get out of the retail store in the Market Hall Building, St. Paul, Minn., on account of the remodelling of that building, has opened at 416 Wabasha St.

Sigmund Weiss has opened an up-to-date store at Newport, R. I., which he calls the London Pipe Shop.



AN UP-TO-DATE

COPPER

came into our store, and jollying the proprietor, who, by the way, was sending an order for goods on a soiled sheet of writing paper, asked him why he didn't have up-to-date stationery to use,—It looks better—is more business-like, and, says he. I know where you can get

Just what you want!

\$2. per set, cash with order, 500 noteheads, 500 envelopes, 500 cards, neatly printed, a trial order will show you the value of this offer.

\$3 50 per set, cash with order, 1000 noteheads, 1000 envelopes, 1000 1000 cards printed.

Send 2c. stamp for Samples.

PARKER CO., Box 2799, Boston, Mass.

FACTS!

I

Were this your advertisement, not only would it be read by cigar men throughout the country, but also by their many customers, and you would therefore reach the **consumer** as well as the **retailer**.

2

Through no other channel can you invest a like amount to better advantage

**An Exclusive and Profitable Field,
Low Rates and Results.**

3

**Further Fascinating Facts
Freely Furnished...**

**THE CIGAR STORE
MAGAZINE**

Telephone:
8707 Cortlandt.

30 Times Building
New York.

BARGAINS IN TYPEWRITERS.



Business men can save much valuable time by using a Typewriter. You will not be without one after once using. We furnish Remingtons, Smiths, Hammonds and all standard machines at from \$25 to \$40, with full guarantee. New machines at reduced prices. Will send machine subject to trial. Standard machines rented at \$3 monthly. We also exchange and buy for cash, Desks, Cabinets and Supplies at reduced prices. Send postal for illustrated list of all standard machines.

CONSOLIDATED TYPEWRITER EXCHANGE,
241 BROADWAY, NEW YORK CITY.
Telephone, 5389 Cortlandt.

PROFITABLE

SIDE LINE

for Cigar and Tobacco Salesman calling on retail trade. Magnificent proposition that will increase your income largely.

Address,

"REFERENCES,"

Care The Cigar Store,

50 Times Bldg., N. Y.

"It's all in the Lens"

Our Lenses are Famous.



Use the
KORONA CAMERAS

We invite the attention of photographers to these Cameras; to the unequalled character of the lenses used, to the nicety of manufacture, and to the moderate prices. In these particulars they are unique.

These Cameras are made in all sizes and styles, and all equipped with our famous lenses.

Send for a Catalogue.
Gundlach Optical Co.
Rochester, N. Y.

P. H. Stanley, of Brockton, Mass., has sold his store and retired from the cigar business.

Maress Bros., successors to Mitchell Sternfield, Lansing, Mich., will continue the business on the lines laid down by their predecessor.

Geo. W. O'Shay has purchased his partner's interest in the Huse & O'Shay business, Rockford, Ill., and will do a jobbing business in connection with the good retail trade already handled.

Andrew Crovo, of Derby, Conn., has opened a cigar store in the Hubbell block, Pittsfield, Mass.

Wilkesbarre, Pa., has a new retail store, Smith Bros. having opened on E. Market St.

J. H. Meehan, of Franklin, has purchased the Switch cigar stand on S. Main St., Middletown, O., and will conduct the business in the future.

R. O. Weston has bought the business of S. J. Perkins & Co., Unadilla Forks, N. Y., and will continue the old established business on the most progressive methods.

Steele & Akers, Des Moines, Ia., have dissolved, William E. Akers continuing.

The style of the firm of Ramsdell & Stanley, Buffalo, has been changed to Ramsdell & Homan, who are the successors to the old firm.

F. L. Taft & Co., druggists of Burlington, Vt., have enlarged their store and opened a cigar department, carrying a stock of well known brands for both wholesale and retail customers.

William L. Kindig has improved the appearance of his store in York City, Pa., and now has the finest in that place.

F. L. Johnson, Stoughton, Wis., has been succeeded by J. Jensen in the ownership of his store in that city.

The cigar store of Fergus McLain, Washington St., Haverhill, Mass., has been renovated and improved.

Strictly Havana Filler

La Cubina

High Grade Nickel Cigar

\$35⁰⁰ per 1,000

SAMPLES ON APPLICATION, GRATIS

JOSEPH KRAUS CO.

Mfrs. of Fine Cigars,

2d Ave. and 84th St.,

NEW YORK.

Perfection at Last...

A NICOTINE CATCHER

That has none of the objections usually found in this class of pipes

The Most Simple and Practical Device Ever Produced for this Purpose and Insures a Clean, Dry and Healthful Smoke. Nothing to Throw Away and Renew.



The Attachment is Indestructible; ALWAYS IN ORDER. No Experiment.

The attachment is made of bone, no metal, and remains in the pipe while you smoke. The head sprays the smoke, and in doing so cools it, so it does not irritate or burn the end of the tongue.

NO NICOTINE CAN ENTER THE SYSTEM. SATISFACTION GUARANTEED.

To clean, simply remove the attachment and wipe it off.

Manufactured at present in three styles. Retail Prices, complete with attachment.

Solid Hard Rubber, Vulcanized Bit and Sweet French Briar Bowl, \$.50

Genuine Amber, \$2, in Case 2.75

Genuine Meerschaum, in Case 6.00

203 Pipes Sold in One Day in Ton When First Introduced.

SPECIAL TERMS TO DEALERS.

W. O. BLASE

Inventor and Manufacturer

Knickerbocker Bldg., Room 14,

Cor. Fifth Ave. and Fourteenth Street.

NEW YORK CITY.


Please mention THE CIGAR STORE MAGAZINE.

Just What You Want...

**1000 Gummed Labels and
The Cigar Store, one year \$1**



We Will Give You...

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